

Message Text

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PAGE 01 MANAGU 01674 131502Z

ACTION ARA-10

INFO OCT-01 ISO-00 EUR-12 EB-08 CIAE-00 INR-07 NSAE-00
/038 W

-----131540Z 055293 /44

R 122217Z APR 77

FM AMEMBASSY MANAGUA

TO AMCONSUL HAMBURG

INFO SECSTATE WASHDC 2857

USDOC WASHDC

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E.O. 11652: N/A

TAGS: BBAK, NU, GW, SF

SUBJECT: LOCAL REPRESENTATIVE OF GERMAN FIRM SEEKING US PARTNERS

1. BARNEY LIPSCHITZ, A SOUTH AFRICAN MARRIED TO A NICARAGUAN, HAS INDICATED TO EMBASSY THAT HE WOULD LIKE TO ENTER INTO JOINT VENTURE WITH US SUPPLIERS OF ELECTRICAL EQUIPMENT IN CONNECTION WITH MATAGALPA-ZELAYA TRANSMISSION LINE SYSTEM (MANAGUA 605; USDOC 5484, BOTH NOTAL). LIPSCHITZ SAID THAT HE IS A JUNIOR PARTNER IN THE WEST GERMAN FIRM MICHAEL THOMAS & PARTNERS, AM SINK STRASSE 45, HAMBURG 2000, AND THAT HIS FIRM IS ASSOCIATED WITH DEUTSCHE BANK AND DRESDNER BANK OF HAMBURG.

2. LIPSCHITZ EXPLAINED THAT REASON FOR WANTING TO LINK WITH US SUPPLIERS ON TRANSMISSION PROJECT IS THAT SPECIFICATIONS FOR LATTER ARE BASED ON "OBSOLETE" AMERICAN EQUIPMENT, ESPECIALLY CIRCUIT BREAKERS, WHICH ONLY ONE EUROPEAN COMPANY PRODUCES. HENCE, IN ORDER TO BID ON NICARAGUAN PROJECT, LIPSCHITZ WOULD LIKE TO COLLABORATE WITH US SUPPLIERS.

3. INASMUCH AS LIPSCHITZ CLAIMS TO HAVE JUST WON A CONTRACT FOR HIS FIRM TO PROVIDE CRANES FOR CORINTO
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PAGE 02 MANAGU 01674 131502Z

PORT AND CLAIMS TO HAVE SUBSTANTIAL INTERESTS IN A NUMBER OF OTHER LOCAL OPERATIONS, RANGING FROM CASHEW NUTS PRODUCTION TO GEOTHERMAL ENERGY DEVELOPMENT AND BLUEJEAN MANUFACTURING, EMBASSY WOULD APPRECIATE ANY INFORMATION WHICH AMCONSUL HAMBURG AND USDOC MIGHT DISCREETLY DEVELOP REGARDING HIM AND HIS PARTNERSHIP. IF HIS BONA FIDES ARE ESTABLISHED, HE MIGHT

WELL PROVE TO BE USEFUL CONTACT FOR US FIRMS.
RUBENSTEIN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 12-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAGU01674
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770128-0424
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
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Office: ACTION ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2833819
Secure: OPEN
Status: NATIVE
Subject: LOCAL REPRESENTATIVE OF GERMAN FIRM SEEKING US PARTNERS
TAGS: BBAK, NU, GE, SF
To: HAMBURG
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/7a46bda6-c288-dd11-92da-001cc4696bcc
Review Markings:
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